



CITY OF LODI COUNCIL COMMUNICATION

AGENDA TITLE: Adopt Resolution Authorizing City Manager to Approve Service Agreement with the San Joaquin Partnership for Economic Development Attraction and Retention Support (\$27,000) (CM)

MEETING DATE: November 16, 2005

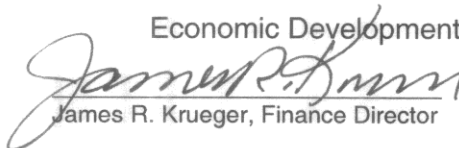
PREPARED BY: Management Analyst, City Manager's Office

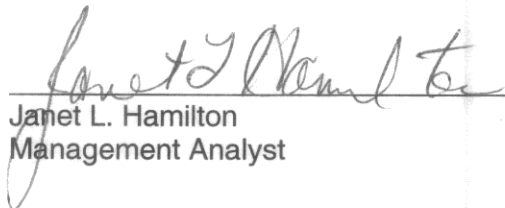
RECOMMENDED ACTION: Adopt resolution authorizing City Manager to approve service agreement with the San Joaquin Partnership for economic development attraction and retention support(\$27,000).

BACKGROUND INFORMATION: The City of Lodi has contracted with the San Joaquin Partnership, Inc. for Economic Development support since 1991. This agreement extends the contract for a fifteenth year, ensuring continued support from the Partnership in local Economic Development attraction and retention.

FISCAL IMPACT: None, as this amount was included in the 05-06 fiscal year budget.

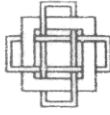
FUNDING AVAILABLE: Economic Development, professional services, 100431.7323


James R. Krueger, Finance Director


Janet L. Hamilton
Management Analyst

Attachments

APPROVED: 
Blair King, City Manager



NOV 4 2005
2:00 PM
MAIL ROOM

Board of Directors:

C Chairman - **Robert K. Wheeler**
General Mills

Vice Chairman - **Robert Kavanaugh**
Guaranty Bank

Secretary/Treasurer - **Susan Dell'Osso**
The Cambay Group

Richard Aschieris
Port of Stockton

Edward Barkett
Atlas Properties, Inc.

Dan Bilbrey
City of Tracy

Edward Chavez
City of Stockton

Roger Coover
The Record

Donald DeRosa
University of the Pacific

Douglass Eberhardt
Bank of Stockton

Lisa Finer
Wells Fargo Bank

John Harris
City of Manteca

Kevin Huber
The Grupe Company

Dennis Hurst
Bank of the West

Bob Johnson
City of Lodi

Robert Matthews
Tracy Press, Inc.

Ole Mettler
Farmers & Merchants Bank

Victor Mow
SJC Board of Supervisors

Gloryanna Rhodes
City of Lathrop

José Rivera
Kaiser Permanente

Luis Sanchez
Washington Mutual Bank

Jerry Sperry
A. G. Spanos Companies

Doug Urbick
A. Teichert & Son, Inc.

Martin Van Houten
City of Escalon

Douglass Wilhoit
Stockton Chamber of Commerce

Chuck Winn
City of Ripon

SAN JOAQUIN PARTNERSHIP

A Private Non-Profit Economic Development Corporation Serving San Joaquin County

November 1, 2005

Blair King
City of Lodi
Call Box 3006
Lodi, CA 95241

RE: Acknowledgment of Investment

Dear Blair:

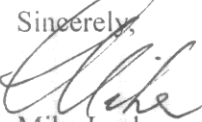
This letter is to thank you and confirm the receipt of a check from the City of Lodi for \$27,000 on October 21, 2005 for its **2005-2006 fiscal year** commitment to the San Joaquin Partnership. Enclosed are two service agreements. Please sign them and return one for our files.

We would like to express our appreciation for the continued support by the City of Lodi. The Partnership was selected as one of the 2004 "Top Ten Economic Development Groups" in the nation by *Site Selection* magazine. Our cumulative impacts during the past thirteen years are profound: more than 40,000 jobs generated, nearly \$5 billion in industry output and \$1.5 billion in labor income. The Partnership can justly claim it is one of the most successful economic development organizations in the state. This is a direct result of investment from the County of San Joaquin and its seven cities - *the City of Lodi's investment* - which in conjunction with the private sector, makeup the financial base to further the County's economic development.

Continued support such as that from the City of Lodi is critical - financially and philosophically - to continue this pattern of success. We must continually reach out to prospective companies seeking new locations and inform them of what we have to offer in terms of transportation, lower overall operating costs, and workforce availability. **This year we are producing a strategic plan to take a new look at how to address the next decade and how we focus on knowledge-based job development. This process is in the final phase.**

Our most major recent announcements: BMW, which has just completed a 250,000 square foot parts distribution center in Stockton, and Millard Refrigerated Services, a national warehouse, distribution and processing firm completing a new facility in Manteca

If you have any questions, do not hesitate to call me at (209) 956-3380. Again, we thank the City of Lodi for its leadership and continued support.

Sincerely,

Mike Locke
President & CEO



SAN JOAQUIN PARTNERSHIP

A Private Non-Profit Economic Development Corporation Serving San Joaquin County

SERVICE AGREEMENT

Understanding of Renewal

A Service Agreement between the City of Lodi, a municipal corporation existing under the laws of the State of California ("City"), and the San Joaquin Partnership, Inc., a corporation organized under the nonprofit laws of the State of California ("Contractor") (Collectively "Parties") was entered into on July 1, 1991.

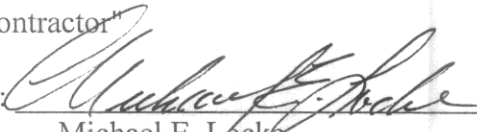
This letter verifies that the Parties agree to extend the Service Agreement for a fifteenth year (Fiscal Year 2005-2006) under the same terms and conditions agreed to in the contract.

Date: _____

"City"

By: _____
City Manager

"Contractor"

By: 
Michael E. Locke
President & CEO

RESOLUTION NO. 2005-245

A RESOLUTION OF THE LODI CITY
COUNCIL AUTHORIZING THE CITY
MANAGER TO APPROVE SERVICE
AGREEMENT WITH THE SAN JOAQUIN
PARTNERSHIP

=====

NOW, THEREFORE, BE IT RESOLVED that the City Council of the City of Lodi hereby approves Service Agreement with the San Joaquin Partnership for economic development attraction and retention support in the amount of \$27,000; and

BE IT FURTHER RESOLVED that the City Council further authorizes the City Manager to execute the Service Agreement on behalf of the City of Lodi.

Dated: November 16, 2005

=====

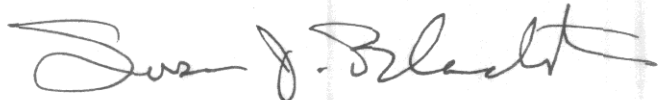
I hereby certify that Resolution No. 2005-245 was passed and adopted by the City Council of the City of Lodi in a regular meeting held November 16, 2005, by the following vote:

AYES: COUNCIL MEMBERS – Hansen, Hitchcock, Johnson, Mounce,
and Mayor Beckman

NOES: COUNCIL MEMBERS – None

ABSENT: COUNCIL MEMBERS – None

ABSTAIN: COUNCIL MEMBERS – None



SUSAN J. BLACKSTON
City Clerk